



June 1, 2023

Dear Valued Itron Utility Customer,

Itron and our authorized sales channel partners are continually evaluating ways to better serve you and deliver the best service, support and buying experience possible. With your success in mind, please note that effective June 1, 2023, United Systems & Software is the *only Authorized Itron Water and Gas Sales Channel Partner* for the City of Duluth, MN.

United Systems & Software has received the necessary training and certification levels to represent Itron to our shared customers—and in this capacity, United Systems & Software is the only company that is authorized to sell Itron water and gas devices and solutions to City of Duluth, MN.

Depending on your state and local bidding laws, this letter may serve as sole source provider documentation for Itron products. As such, you may not be required to bid your Itron purchases.

If you have any questions, or if I can provide any further information, please feel free to contact me directly.

Sincerely,

Sincerely,

A handwritten signature in blue ink, appearing to read "Nicole Ford", is placed above the printed name.

Nicole Ford
Sr. Channel Sales Manager